From: "Pavel Gurvich" <pavel.gurvich@gmail.com> [10.28.156.7]
To: ehbarak <ehbarak1@gmail.com>
CC: "Ehud Barak" <ehud.barak@hyperion-eb.com>
Date: 4/14/2016 4:42:02 PM UTC
Subject: Re: Companies

It was started by the same guys, but the hands on executive management (CEO, CTO etc) are new. Raviv Yogev (who you might remember) is going to join them soon.

P

On Thu, Apr 14, 2016 at 7:06 PM, ehbarak <ehbarak1@gmail.com> wrote:

> Thanks Pavel
> Is Kaimera a follow on of NSO by the same guys?
> Best
> EB
>
> Sent from my iPhone
>
> On 14 Apr 2016, at 11:41, Pavel Gurvich <pavel.gurvich@gmail.com> wrote:
>
> Dear Ehud,
>
> Minerva Labs:
>
> 1. I met Eddi (the CEO) a few months ago following an introduction by Ameet Patel (one of our advisors, based in NYC, former CTO of JPMC).
> 2. Eddi is a nice guy - positive and with a high level of energy.
> 3. The Good:
>   1. I think that Minerva found a very nice trick to battle malware on the end-point by making it (the malware) believe that it is running inside a Sandbox (a deep inspection mechanism) when in fact it does not.
>   2. It is simple to deploy on the endpoints and is currently effective.
>   3. They work as a part of Citi Groups accelerator (so there is a big reference customer involved).
>   4. They have recently won some contests and awards.
> 4. The Bad:
>   1. The fact that the technology is simple makes it hard to defend and not easy to expand upon. Hard to build long term differentiation and core technology around.
>   2. This is more of a feature for an existing end-point solution then a company.
>   3. The end-point space is very crowded right now and there are clear leaders and contesters.

5. My bottom line - I think the company may achieve some quick traction and may be acquired in a small deal. I do not think that there is a high chance to build a big company in this space with this technology.

Assac:

1. I don't know the founders or the team.
2. My impressions are only based on the presentation and some online research.
3. The Good:
    1. I think that the space is relevant (especially in the defense and govt. sector) and the market will grow.
4. The Bad:
    1. I did not see any sides of real technical leadership (but I did not meet the people).
    2. Some of the competitors are more advanced to the market. So this will be starting from behind.
5. I know some of the executive team at Kaymera (and Israel based company) and think highly of them.
6. My bottom line - this direction might be worth exploring deeper. I would strongly consider meeting with Kaymera as well and can help arrange an introduction as needed.

Please don't hesitate to call me for clarifications.

Kind regards,
Pavel